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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES							PAGE	631
AGENCY REPORT - TWELVE MONTHS THROUGH SEPTEMBER 1992								
TERR E REGION R82 PITTSBURGH PA REG								
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO	
548	BUTLER BR PA	027-1		LUCAS JOLEEN M	21.0	0	0.0%	
		041-2		MARSHALL JR RICHARD D	8.0	0	0.0%	
		047-5		MARTINI ROBERT R	69.5	5	7.2%	
		049-4		BADGER MATTHEW	85.5	1	1.2%	
		050-1		RODGERS JEFFREY J	23.5	0	0.0%	
		500-7		HERRMANN RONALD P	1.0	0	0.0%	
		823-2		FRIEDT JR WILLIAM G	56.0	1	1.8%	
		824-3		WEIPER DANIEL	57.5	5	8.7%	
		835-1		WETZEL SCOTT W	9.0	0	0.0%	
		840-7		SLOMERS RONALD A	50.5	0	0.0%	
		841-1		LESSNER DAVID W	59.5	5	8.4%	
		842-4		KIGER BRIAN A	34.5	1	2.9%	
		843-7		WEST WALTER J	57.5	0	0.0%	
		844-1		DYMKOSKI DAVID C	46.0	1	2.2%	
		846-2		PHILLIPS JOSEPH S	33.5	5	14.9%	

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AGENCY REPORT - TWELVE MONTHS THROUGH DECEMBER 1992

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TERR E REGION R82 PITTSBURGH PA REG

DIST	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
54B	BUTLER BR PA	027-1		LUCAS JOLEEN H	30.0	0	0.0%
		041-2		MARSHALL JR RICHARD D	21.0	0	0.0%
		047-5		MARTINI ROBERT R	71.0	3	4.2%
		049-4		BADGER MATTHEW	88.0	2	2.3%
		050-1		RODGERS JEFFREY J	25.0	0	0.0%
		054-3		GALLAGHER KEITH R	14.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	57.5	1	1.7%
		824-3		WEIMER DANIEL	55.0	3	5.5%
		835-1		WETZEL SCOTT W	27.0	0	0.0%
		840-7		SLOWERS RONALD A	54.0	0	0.0%
		841-1		LESSNER DAVID W	52.0	5	8.8%
		842-4		KIGER BRIAN A	48.0	3	6.3%
		843-7		WEST WALTER J	71.5	1	1.4%
		844-1		DYMKOSKI DAVID C	52.5	2	3.5%
		846-2		PHILLIPS JOSEPH S	47.0	5	10.6%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH JANUARY 1993

TERR E REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	027-1		LUCAS JOLEEN M	34.0	0	0.0%
		041-2		MARSHALL JR RICHARD D	24.0	0	0.0%
		047-5		MARTINI ROBERT R	69.0	3	4.3%
		049-4		BADGER MATTHEW	80.0	2	2.5%
		050-1		RODGERS JEFFREY J	23.0	0	0.0%
		054-3		GALLAGHER KEITH R	19.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	57.0	2	3.5%
		824-3		WEIMER DANIEL	57.5	1	1.7%
		835-1		WETZEL SCOTT W	31.0	0	0.0%
		840-7		SLOMERS RONALD A	52.0	1	1.9%
		841-1		LESSNER DAVID W	55.0	5	9.1%
		842-4		KIGER BRIAN A	45.0	4	8.9%
		843-7		WEST WALTER J	73.5	1	1.4%
		846-2		PHILLIPS JOSEPH S	45.5	5	11.0%

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AGENCY REPORT - TWELVE MONTHS THROUGH							MAY 1993	
TERR E REGION R82 PITTSBURGH PA REG								
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO	
54B	BUTLER BR PA	027-1		LUCAS JOLEEN M	39.0	0	0.0%	
		041-2		MARSHALL JR RICHARD D	41.0	0	0.0%	
		043-3		SIMMONS CHRISTOPHER T	9.0	0	0.0%	
		047-5		MARTINI ROBERT R	64.5	3	4.7%	
		048-1		YOST RONALD W	10.0	0	0.0%	
		049-4		RADGER MATTHEW	48.0	1	2.0%	
		050-1		RODGERS JEFFREY J	18.0	0	0.0%	
		054-3		GALLAGHER KEITH R	33.0	1	3.0%	
		500-7		HERRMANN RONALD P	1.0	0	0.0%	
		823-2		FRIEDT JR WILLIAM G	42.5	4	9.4%	
		824-3		WEIMER DANIEL	49.0	1	2.0%	
		835-1		WEITZEL SCOTT W	70.0	1	1.4%	
		841-1		LESSNER DAVID W	56.0	5	8.9%	
		842-4		KIGER BRIAN A	41.0	4	9.8%	
		843-7		WEST WALTER J	61.5	3	4.9%	
		844-2		WASHBURN BRIAN M	9.5	0	0.0%	
		846-2		PHILLIPS JOSEPH S	39.0	5	12.8%	

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES							
AGENCY REPORT - TWELVE MONTHS THROUGH JULY 1993							
TERR E REGION R82 PITTSBURGH PA REG							
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
54B	BUTLER BR PA	027-1		LUCAS JOLEEN M	34.0	0	0.0%
		041-2		MARSHALL JR RICHARD D	46.5	0	0.0%
		046-3		GRASZL PAUL E	2.0	0	0.0%
		047-5		MARTINI ROBERT R	64.0	2	3.1%
		049-4		BADGER MATTHEW	48.5	1	2.1%
		050-1		RODGERS JEFFREY J	9.5	0	0.0%
		054-3		GALLAGHER KEITH R	36.0	1	2.8%
		500-7		HERRMANN RONALD P	1.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	29.0	4	13.8%
		824-3		WEIMER DANIEL	45.0	2	4.4%
		835-1		WEIZEL SCOTT W	72.0	1	1.4%
		841-1		LESSNER DAVID W	50.5	4	7.9%
		842-4		KIGER BRIAN A	46.5	4	8.6%
		843-7		WEST WALTER J	59.0	3	5.1%
		844-2		WASHBURN BRIAN M	12.5	0	0.0%
		846-2		PHILLIPS JOSEPH S	40.0	5	12.5%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH SEPTEMBER 1993

TERR E REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	041-2		MARSHALL JR RICHARD D	47.5	0	0.0%
		047-5		MARTINI ROBERT R	58.5	1	1.7%
		049-4		BADGER MATTHEW	42.0	2	4.8%
		050-1		RODGERS JEFFREY J	8.0	0	0.0%
		054-3		GALLAGHER KEITH R	46.0	1	2.2%
		500-7		HERRMANN RONALD P	1.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	26.0	4	15.4%
		824-3		MEIMER DANIEL	38.5	2	5.2%
		835-1		NETZEL SCOTT W	71.0	1	1.4%
		840-2		FOGLIA MATTHEW A	4.0	0	0.0%
		841-1		LESSNER DAVID W	48.0	3	6.3%
		842-4		KIGER BRIAN A	44.5	5	11.2%
		843-7		WEST WALTER J	59.0	3	5.1%
		846-2		PHILLIPS JOSEPH S	38.0	5	13.2%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES							
AGENCY REPORT - TWELVE MONTHS THROUGH AUGUST 1993							
TERR E REGION R82 PITTSBURGH PA REG							
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
54B	BUTLER BR PA	041-2		MARSHALL JR RICHARD D	50.0	0	0.0%
		046-3		GRASZL PAUL E	4.0	0	0.0%
		047-5		MARTINI ROBERT R	61.0	1	1.6%
		049-4		BADGER MATTHEW	44.0	1	2.3%
		050-1		RODGERS JEFFREY J	8.0	0	0.0%
		054-3		GALLAGHER KEITH R	42.0	1	2.4%
		500-7		HERRMANN RONALD P	1.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	25.0	4	16.0%
		824-3		HEIMER DANIEL	42.5	2	4.7%
		835-1		WETZEL SCOTT W	72.0	1	1.4%
		841-1		LESSNER DAVID W	49.0	4	8.2%
		842-4		KIGER BRIAN A	47.5	4	8.4%
		843-7		WEST WALTER J	59.0	3	5.1%
		844-2		WASHBURN BRIAN M	14.5	0	0.0%
		846-2		PHILLIPS JOSEPH S	37.0	5	13.5%
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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH FEBRUARY 1991

TEPR B REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
845	BUTLER PA	041-1		SABO WILLIAM R	33.0	22	40.0%
		043-3		ENDRES CATHERINE A	30.5	3	9.8%
		046-1		MANUEL TODD M	50.0	1	2.0%
		048-3		WEIMER ERIC S	4.0	1	25.0%
		049-4		BADGER MATTHEW	11.0	1	9.1%
		050-2		HERCEG DOUGLAS A	32.0	4	12.5%
		054-1		HEATH-RAZLETT TODD	39.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		511-2		HERRMANN RONALD P	.0	1	* %
		512-4		GRIFFITH DAVID E	11.5	4	34.8%
		816-1		SEBASTIAN STEPHEN A	44.5	9	20.2%
		823-2		FRIEDT JR WILLIAM G	43.0	9	20.9%
		824-3		WEIMER DANIEL	54.0	21	38.9%
		835-5		ZAPPIA ANTHONY J	43.0	16	37.2%
		837-3		RESNICK JAMES A	21.0	6	28.6%
		840-7		SLOMERS RONALD A	1.0	0	0.0%
		841-1		LESSNER DAVID W	51.5	13	25.2%
		842-4		KIGER BRIAN A	42.0	6	14.3%
		843-7		WEST WALTER J	3.5	0	0.0%
		845-2		WATT APRIL M	66.0	12	18.2%
		846-2	G	PHILLIPS JOSEPH S	.0	8	* %

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH MAY 1990

TERR 1 REGION R82 PITTSBURGH-PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	041-1		SABO WILLIAM R	41.5	24	57.8%
		042-3		ENDRES CATHERINE A	16.0	2	12.5%
		044-1		WILK DONALD T	12.0	0	0.0%
		045-3		WEIL RICHARD M	20.0	1	5.0%
		046-1		MANUEL TEDD M	3.0	0	0.0%
		047-2		DITUELIO MARK D	4.5	0	0.0%
		050-2		HERCEG DOUGLAS A	3.0	0	0.0%
		051-1		DECCAN JODI L	.5	0	0.0%
		510-1		SABO RICHARD P	43.5	14	32.2%
		511-2		HERRMANN RONALD P	27.0	15	55.6%
		512-2		SPANGLER MARK E	55.0	14	25.5%
		815-6		CARTER MICHAEL R	2.0	0	0.0%
		816-1		SEBASTIAN STEPHEN A	16.5	2	12.1%
		823-2		FRIEDT JR WILLIAM G	37.0	7	18.9%
		824-3		WEIMER DANIEL	47.5	11	23.2%
		833-5		LAVERY JOHN P	34.0	7	20.6%
		835-5		ZARPIO ANTHONY J	15.0	5	33.3%
		836-3		GRIFFITH DAVID E	14.0	7	50.0%
		837-3		RESNICK JAMES A	17.0	2	11.8%
		838-4		MACE DORRIN K	7.0	0	0.0%
		839-4		BOYER WILLIAM C	55.0	7	12.5%
		841-1		LESSNER DAVID W	49.0	11	22.4%
		842-4		KIGER BRIAN R	11.0	3	0.0%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES						
AGENCY REPORT - TWELVE MONTHS THROUGH MAY 1990						
TEPP I REGION R82 PITTSBURGH, PA. REG						
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	RATIO
945		845-2		WATT APRIL M	57.5	12.2%
		846-2		PHILLIPS JOSEPH S	63.0	14.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH JANUARY 1990

TERR I REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER BR PA	041-1		SABO WILLIAM R	21.0	11	52.4%
		045-3		WEIL RICHARD M	5.0	0	0.0%
		815-5		HERRMANN RONALD P	44.0	19	43.2%
		823-2		FRIEDT JR WILLIAM G	21.0	1	4.8%
		824-3		WEIMER DANIEL	58.5	14	23.9%
		833-5		LAVERY JOHN P	21.0	4	19.0%
		835-5		ZAPPIA ANTHONY J	2.5	0	0.0%
		836-3		GRIFFITH DAVID E	18.5	10	51.3%
		837-3		RESNICK JAMES A	29.5	2	6.8%
		839-4		BOYER WILLIAM C	55.0	5	9.1%
		841-1		LESSNER DAVID W	50.0	10	20.0%
		844-2		SABO RICHARD P	60.0	18	30.0%
		845-2		WATT APRIL M	60.0	7	11.7%
		846-2		PHILLIPS JOSEPH S	63.5	8	12.6%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH MARCH 1990

TERR I REGION R82 PITTSBURGH, PA. REG

DIST	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
943	BUTLER PA	041-1		SABO WILLIAM R	33.5	20	59.7%
		043-3		GERRICH CATHERINE A	11.5	0	0.0%
		044-1		WILK DONALD T	4.5	0	0.0%
		045-3		WEIL RICHARD H	8.0	0	0.0%
		510-1		SABO RICHARD P	51.5	15	29.1%
		511-2		HERRMANN RONALD P	30.0	15	50.0%
		512-2		SPANGLER MARK E	64.5	15	23.3%
		816-1		SEBASTIAN STEPHEN A	8.0	1	12.5%
		823-2		FRIEDT JR WILLIAM G	35.0	6	17.1%
		824-3		WEIMER DANIEL	54.5	11	20.2%
		833-5		LAVERY JOHN P	30.0	6	20.0%
		835-5		ZAPPIA ANTHONY J	14.0	3	21.4%
		836-3		GRIFFITH DAVID E	18.5	10	54.1%
		837-3		RESNICK JAMES A	23.0	3	13.0%
		838-4		MACE DORRIN K	1.0	0	0.0%
		839-4		BOVER WILLIAM C	66.0	6	9.1%
		841-1		LESSNER DAVID W	49.0	9	18.4%
		845-2		WATT APRIL M	57.5	6	10.4%
		846-2		PHILLIPS JOSEPH S	72.5	10	13.8%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH FEBRUARY 1990

TERR I REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	041-1		SABO WILLIAM R	27.0	14	51.9%
		043-3		GERRICH CATHERINE A	3.0	0	0.0%
		045-3		WEIL RICHARD M	5.0	0	0.0%
		510-1		SABO RICHARD P	59.0	17	28.8%
		815-5		HERRMANN RONALD P	42.5	17	40.0%
		816-1		SEBASTIAN STEPHEN A	2.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	27.5	4	14.5%
		824-3		WEIHER DANIEL	51.5	10	19.4%
		833-5		LAVERY JOHN P	25.0	4	16.0%
		835-5		ZAPPIA ANTHONY J	6.0	0	0.0%
		836-3		GRIFFITH DAVID E	17.5	8	45.7%
		837-3		RESNICK JAMES A	26.0	2	7.7%
		839-4		BOYER WILLIAM C	56.5	5	8.8%
		841-1		LESSNER DAVID W	52.0	9	17.3%
		845-2		WATT APRIL M	61.0	7	11.5%
		846-2		PHILLIPS JOSEPH S	67.5	10	14.8%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES							PAGE 955
AGENCY REPORT - TWELVE MONTHS THROUGH APRIL 1990							
TERR I REGION R82 PITTSBURGH/PA.REG							
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	041-1		SABO WILLIAM R	37.5	22	58.7%
		043-3		ENDRES CATHERINE A	14.0	2	14.3%
		044-1		WILK DONALD T	9.0	0	0.0%
		045-3		WEIL RICHARD M	14.0	1	7.1%
		047-2		DITULLIO MARK D	1.0	0	0.0%
		510-1		SABO RICHARD P	47.5	14	29.5%
		511-2		HERRMANN RONALD P	27.0	15	55.6%
		512-2		SPANGLER MARK E	58.0	14	24.1%
		816-1		SEBASTIAN STEPHEN A	15.0	1	6.7%
		823-2		FRIEDT JR WILLIAM G	37.0	7	18.9%
		824-3		WEIMER DANIEL	50.0	11	22.0%
		833-5		LAVERY JOHN P	33.0	6	18.2%
		835-5		ZAPPIA ANTHONY J	17.5	6	34.3%
		836-3		GRIFFITH DAVID E	14.5	8	55.2%
		837-3		RESNICK JAMES A	25.0	3	12.0%
		838-4		MACE DORRIN K	3.0	0	0.0%
		839-4		BOYER WILLIAM C	61.5	7	11.4%
841-1		LESSNER DAVID W	48.0	11	22.9%		
842-4		KIGER BRIAN A	1.0	0	0.0%		
845-2		WATT APRIL M	62.0	6	9.7%		
846-2		PHILLIPS JOSEPH S	66.5	11	16.5%		

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH AUGUST 1990

TERR G REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
045	BUTLER PA	041-1		SABO WILLIAM R	55.0	29	52.7%
		042-1	E	FANCELLA WENDY	1.0	0	0.0%
		043-3	E	ENDRES CATHERINE A	20.0	3	15.0%
		044-1		WILK DONALD T	21.5	0	0.0%
		045-3		WEIL RICHARD M	28.5	1	3.5%
		046-1		MANUEL TODD M	23.0	0	0.0%
		047-2		DITULLIO MARK D	8.0	0	0.0%
		048-2		LENHART RONALD R	10.5	1	9.5%
		050-2		HERCEG DOUGLAS A	9.0	1	11.1%
		051-1		DEGGAN JUDI L	8.0	0	0.0%
		052-2		KARENBAUER THOMAS M	7.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		510-1		SABO RICHARD P	25.5	0	31.4%
		511-2		HERRMANN RONALD P	16.0	11	68.8%
		512-3		MARSILI MICHAEL J	76.5	39	51.0%
		015-6		CARTER MICHAEL R	15.0	0	0.0%
		816-1		SEBASTIAN STEPHEN A	31.0	4	12.9%
		823-2		FRIEDT JR WILLIAM G	39.0	10	25.6%
		824-3		LEITCH DANIEL	50.5	12	23.8%
		833-5		LAVERY JOHN P	30.5	8	26.2%
		835-5		ZAPPIA ANTHONY J	30.5	12	39.3%
		836-3		GRIFFITH DAVID E	15.5	6	38.7%
		837-3		RESNICK JAMES A	14.0	3	21.4%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH AUGUST 1990

TERR 6 REGION R82 PITTSBURGH/PA.REG.

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
845		899-4		BOYER WILLIAM C	43.0	8	18.6%
		841-1		LESSNER DAVID W	53.5	9	16.8%
		842-4		KIGER BRIAN A	21.5	2	9.3%
		845-2		HATT APRIL M	57.5	9	15.7%
		846-2		PHILLIPS JOSEPH S	62.5	11	17.6%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH OCTOBER 1990

TEPP G REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	041-1		SABO WILLIAM R	50.0	28	46.7%
		043-3		ENDRES CATHERINE A	21.0	3	14.3%
		045-3		WEIL RICHARD M	34.0	4	11.8%
		046-1		MANUEL TODD M	35.0	1	2.9%
		047-2		DITULLIO MARK D	11.5	1	8.7%
		048-2		LENHART RONALD R	17.5	3	17.1%
		050-2		HERCEG DOUGLAS A	16.5	1	6.1%
		052-2		KABENBAUER THOMAS M	9.5	0	0.0%
		054-1		HEATH-HAZLETT TODD	7.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		510-1		SABO RICHARD P	9.0	4	44.4%
		511-2		HERRMANN RONALD P	13.0	10	76.9%
		512-3		MARSILI MICHAEL J	63.0	33	52.4%
		815-6		CARTER MICHAEL R	19.5	1	5.1%
		816-1		SEBASTIAN STEPHEN A	37.5	7	18.7%
		823-2		FRIEDT JR WILLIAM G	32.0	11	34.4%
		824-3		WEIMER DANIEL	50.5	13	25.7%
		833-5		LAVERY JOHN P	26.5	14	41.5%
		835-5		ZAPPIA ANTHONY J	35.0	14	40.0%
		836-3		GRIFFITH DAVID F	14.0	5	35.7%
		837-3		RESNICK JAMES A	16.5	5	30.3%
		841-1		LESSNER DAVID W	50.5	11	21.8%
		842-4		KIGER BRIAN A	32.5	6	18.5%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH OCTOBER 1990

TERR G REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945		845-2		WATT APRIL M	67.0	10	14.9%
		846-2	G	PHILLIPS JOSEPH S	11.0	13	118.2%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH NOVEMBER 1990

TERR 6 REGION RB2 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	044-1		SABO WILLIAM R	64.0	30	46.9%
		043-3		ENDRES CATHERINE A	24.5	3	12.2%
		045-3		WEIL RICHARD M	38.5	4	10.4%
		046-1		MANUEL TODD M	39.0	1	2.6%
		047-2		DITULLIO MARK D	13.0	2	15.4%
		048-2		LENHART RONALD P	19.5	5	25.6%
		050-2		HERCES DOUGLAS A	18.0	1	5.6%
		052-2		KARENBAUER THOMAS M	12.0	0	0.0%
		054-1		HEATH-HAZLETT TODD	11.5	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		510-1		SABO RICHARD P	7.0	2	28.6%
		511-2		HERRMANN RONALD P	10.5	9	85.7%
		512-3		MARSILI MICHAEL J	57.5	29	90.4%
		815-6		CARTER MICHAEL P	18.5	1	5.4%
		816-1		SEBASTIAN STEPHEN A	40.5	7	17.3%
		823-2		FRIEDT JR WILLIAM G	37.0	11	29.7%
		824-3		WEIMER DANIEL	53.0	17	32.1%
		835-5		ZAPPIA ANTHONY J	38.5	14	36.4%
		836-3		GRIFFITH DAVID E	14.0	4	28.6%
		837-3		RESNICK JAMES A	19.0	5	26.3%
		841-1		LESSNER DAVID W	49.0	12	24.5%
		842-4		KIGER BRIAN A	36.5	6	16.4%
		845-2		HATT APRIL M	71.5	11	15.4%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH NOVEMBER 1990

TERR G REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	HATCHES	RATIO
945		846-2	6	PHILLIPS JOSEPH S	9.0	12	133.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH JANUARY 1991

TERR B REGION R82 PITTSBURGH, PA. REG

DIST	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER PA	041-1		SABO WILLIAM R	59.5	25	42.0%
		042-2		MARSILI MICHAEL J	35.0	19	54.3%
		043-3		ENDRES CATHERINE A	30.5	3	9.8%
		046-1		MANUEL TODD M	46.0	1	2.2%
		049-4		BADGER MATTHEW	9.0	1	11.1%
		050-2		HERCEG DOUGLAS A	22.5	2	8.9%
		052-2		KARENBAUER THOMAS M	21.0	1	4.8%
		054-1		HEATH-HAZLETT TODD	30.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		510-1		SABO RICHARD P	2.0	2	100.0%
		511-2		HERRMANN RONALD P	.0	2	* %
		512-4		GRIFFITH DAVID E	13.0	4	30.8%
		816-1		SEBASTIAN STEPHEN A	44.5	9	20.2%
		823-2		FRIEDT JR WILLIAM G	48.5	12	25.8%
		824-3		MEYER DANIEL	50.5	20	39.6%
		835-5		ZAPPIA ANTHONY J	41.0	16	39.0%
		837-3		RESNICK JAMES A	22.0	6	27.3%
		838-5		MOSCHETTA STEPHEN P	6.5	0	0.0%
		841-1		LESSNER DAVID W	53.0	11	20.8%
		842-4		KIDER BRIAN A	40.0	6	15.0%
		845-2		WATT APRIL M	64.0	12	18.8%
		846-2	G	PHILLIPS JOSEPH S	.0	10	* %

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT TWELVE MONTHS THROUGH MARCH 1991

TERR 8 REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
945	BUTLER, PA	041-1		SABO WILLIAM R	55.0	17	30.9%
		043-3		ENDRES CATHERINE A	22.0	9	13.6%
		047-5		MARTINI ROBERT R	5.0	0	0.0%
		048-3		WEIMER ERIC S	4.0	1	25.0%
		049-4		BADGER MATTHEW	20.0	1	5.0%
		054-1		HEATH-HAZLETT TODD	48.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		511-2		HERRMANN RONALD P	1.0	1	100.0%
		512-4		GRIFFITH DAVID E	6.5	0	0.0%
		816-1		SEBASTIAN STEPHEN A	38.5	9	23.4%
		823-2		FRIEDT JR WILLIAM G	39.5	9	22.8%
		824-3		WEIMER DANIEL	51.0	19	37.3%
		835-5		ZAPPAL ANTHONY J	36.5	13	35.6%
		840-7		OLMERS RONALD A	6.0	0	0.0%
		841-1		LESSNER DAVID W	54.5	12	22.0%
		842-4		KIGER BRIAN A	49.0	6	12.2%
		843-7		NEST WALTER J	7.5	0	0.0%
		845-2		HATT APRIL M	72.5	12	16.6%
		846-2	G	PHILLIPS JOSEPH S	0	8	* %

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH APRIL, 1991

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TERR B REGION R82 . PITTSBURGH, PA. REG

DISTR	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
54B	BUTLER BR PA	041-1		SABO WILLIAM R	52.0	16	30.8%
		047-5		MARTINI ROBERT R	14.0	0	0.0%
		048-3		WEIMER ERIC S	8.5	1	11.8%
		049-4		BADGER MATTHEW	24.0	1	4.2%
		054-1		LEATH-WAZLETT TODD	50.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		815-7		HERRMANN RONALD P	3.0	1	33.3%
		816-1		SEBASTIAN STEPHEN C	32.5	10	30.8%
		823-2		FRIEDT JR WILLIAM G	37.5	9	24.0%
		824-3		WEIMER DANIEL	56.5	19	33.6%
		835-5		ZAPPIA ANTHONY J	36.5	10	27.4%
		836-4	D	GRIFFITH DAVID E	7.0	0	0.0%
		837-4		SABO RICHARD P	2.0	0	0.0%
		840-7		SLOMERS RONALD A	11.0	0	0.0%
		841-1		LESSNER DAVID W	53.5	10	18.7%
		842-4		KIGER BRIAN A	50.0	7	14.0%
		843-7		WEST WALTER J	10.0	0	0.0%
844-3		BRYANT JAMES C	.9	0	0.0%		
845-2		WATT APRIL M	69.0	13	18.8%		

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~~NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES~~
~~AGENCY REPORT - TWELVE MONTHS THROUGH~~ ~~MAY 1991~~

TEPR B REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR. PA	041-1		SABO WILLIAM R	52.0	15	28.8%
		047-5		MARTINI ROBERT R	24.0	0	0.0%
		048-3		WEIMER ERIC S	9.0	1	11.1%
		049-4		BADGER MATTHEW	24.5	2	8.2%
		051-1		HEATH-HAZLETT TODD	52.0	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		815-7		HERRMANN RONALD P	5.0	1	20.0%
		823-2		FRIEDT JR WILLIAM G	40.5	11	27.2%
		824-3		WEIMER DANIEL	56.5	18	31.9%
		835-5		ZAPPIA ANTHONY J	37.0	10	27.0%
		837-4		SABO RICHARD P	4.0	0	0.0%
		840-7		SLOMERS RONALD A	12.5	0	0.0%
		841-1		LESSNER DAVID W	52.5	8	15.2%
		842-4		KIGER BRIAN A	41.0	7	17.1%
		843-7		WEST WALTER J	15.0	1	6.7%
		845-2		WATT APRIL M	70.5	12	17.0%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH JUNE 1991

TEPP B REGION R82 PITTSBURGH, PA:REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	047-5		MARTINI ROBERT P	28.0	0	0.0%
		048-3		WEIMER ERIC S	12.5	2	16.0%
		049-4		BADGER MATTHEW	27.5	2	7.3%
		054-1		HEATH-HAZLETT TODD	55.5	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		815-7		HERRMANN RONALD P	9.5	1	10.5%
		823-2		FRIEDT JR WILLIAM G	41.0	9	22.0%
		824-3		WEIMER DANIEL	53.5	16	29.9%
		835-5		ZAPPIA ANTHONY J	35.0	7	20.0%
		840-7		SLOMERS RONALD A	15.5	0	0.0%
		841-1		LESSNER DAVID W	52.0	9	17.3%
		842-4		KIGER BRIAN A	38.5	7	18.2%
		843-7		WEST WALTER J	16.0	1	6.3%
		845-2		WATT APRIL M	62.0	11	17.7%
		846-2		PHILLIPS JOSEPH S	26.5	5	0.0%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES						PAGE	679
AGENCY REPORT - TWELVE MONTHS THROUGH						JULY 1991	
TERR B REGION R82. PITTSBURGH, PA. REG							
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	HATCHES	RATIO
548	BUTLER BR PA	047-5		HARTINI ROBERT R	35.5	0	0.0%
		048-3		WEIMER ERIC S	13.5	2	14.8%
		049-4		BADGER MATTHEW	33.0	2	6.1%
		054-1		HEATH-MAZLETT TODD	58.5	0	0.0%
		500-7		HEBGMANN RONALD P	11.5	0	0.0%
		823-2		FRIEDT JR WILLIAM G	41.0	9	22.0%
		824-3		WEIMER DANIEL	50.5	15	29.7%
		840-7		SLOWERS RONALD A	23.0	1	4.3%
		841-1		LESSNER DAVID W	49.0	9	18.4%
		842-4		KIGER BRIAN A	41.5	7	16.9%
		843-7		WEST WALTER J	21.0	2	9.5%
		845-2	E	WATT APRIL M	60.0	11	18.3%
		846-2		PHILLIPS JOSEPH S	29.5	2	0.0%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH AUGUST 1991

TERR B REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
048	BUTLER BR PA	047-5		MARTINI ROBERT R	50.5	0	0.0%
		048-3		WEIMER ERIC S	19.0	2	10.5%
		049-4		BADGER MATTHEW	35.5	2	5.6%
		054-1		HEATH HAZLETT TODD	65.0	0	0.0%
		500-7		HERRMANN RONALD P	13.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	39.0	8	20.5%
		824-3		WEIMER DANIEL	51.5	15	29.1%
		840-7		SLOMERS RONALD A	28.5	1	3.5%
		841-1		LESSNER DAVID W	49.0	8	16.3%
		842-4		KISER BRIAN A	40.0	6	15.0%
		843-7		WEST WALTER J	25.5	2	7.8%
		845-2	E	WATT APRIL M	58.5	10	17.1%
		846-2		PHILLIPS JOSEPH S	27.5	5	0.0%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH SEPTEMBER 1991

TERM 8, REGION R82 PITTSBURGH, PA. REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	043-1		PLANTS STACEY	9.0	0	0.0%
		047-3		MARTINI ROBERT R	59.5	0	0.0%
		048-3		WEIMER ERIC S	21.5	2	9.3%
		049-4		BADGER MATTHEW	44.5	2	4.5%
		054-1		HEATH-HAZLETT TODD	69.0	1	1.4%
		20-7		HEBDMANN RONALD P	13.0	0	0.0%
		823-2		FRIEDT JR WILLIAM S	39.0	8	20.5%
		824-3		WEYMER DANIEL	51.5	13	25.2%
		840-7		SLOMERS RONALD A	22.5	1	3.1%
		841-1		LESSNER DAVID W	50.0	8	16.0%
		842-4		KIGER BRIAN A	35.0	3	8.6%
		843-7		WEST WALTER J	27.0	2	7.4%
		845-2	E	WATT APRIL M	47.5	9	18.9%
		846-2		PHILLIPS JOSEPH S	12.0	1	8.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH NOVEMBER 1991

TERR 8 REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	035-2		BUCKLEW STEPHANIE	45.0	9	20.0%
		037-2		NEILSON MICHAEL A	42.0	18	42.9%
		043-1		PLANTS STACEY	20.5	0	0.0%
		047-5		MARTINI ROBERT R	75.0	2	2.7%
		049-4		RADGER MATTHEW	54.5	2	3.7%
		054-1		HEATH-HAZLETT TODD	72.0	1	1.4%
		500-7		HERRMANN RONALD R	12.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	37.5	8	21.3%
		824-3		WEIMER DANIEL	57.5	10	17.4%
		840-7		SLOMERS RONALD A	37.5	1	2.7%
		841-1		LESSNER DAVID W	50.5	7	13.9%
		842-4		KIGER BRIAN A	29.5	2	6.8%
		843-7		WEST WALTER J	36.5	2	5.5%
		845-2	F	WATT APRIL M	33.5	6	17.9%
		846-2		PHILLIPS JOSEPH S	15.0	2	13.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH JANUARY 1992

TERR B REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	035-2		BUCKLEW STEPHANIE	44.5	7	15.7%
		037-2		NELSON MICHAEL A	36.5	14	38.4%
		043-1		PLANTS STACEY	24.0	0	0.0%
		047-5		MARTINI ROBERT R	87.0	3	3.4%
		049-4		BADGER MATTHEW	60.0	1	1.7%
		050-1		RODGERS JEFFREY J	3.0	0	0.0%
		054-1		HEATH-HAZLETT TODD	61.5	2	3.3%
		500-7		HERRMANN RONALD P	11.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	26.0	6	23.1%
		824-3		WEIMER DANIEL	53.0	9	17.0%
		840-7		SLOMERS RONALD A	46.0	1	2.2%
		841-1		LESSNER DAVID W	47.5	6	12.6%
		842-4		KIGER BRIAN A	35.0	2	5.7%
		843-7		WEST WALTER J	42.5	2	4.7%
		844-1		DYMKOSKI DAVID C	4.0	0	0.0%
		845-2	D	WATT APRIL M	25.0	4	16.0%
		846-2		PHILLIPS JOSEPH S	21.0	2	9.5%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH FEBRUARY 1992

TERR B REGION R82 PITTSBURGH PA REG

DISTR	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	035-2		BUCKLEW STEPHANIE	41.5	6	14.5%
		043-1		PLANTIS STACEY	29.0	0	0.0%
		047-5		MARTINI ROBERT R	92.0	3	3.3%
		049-4		BADGER MATTHEW	68.0	2	2.9%
		050-1		RODGERS JEFFREY J	5.0	0	0.0%
		054-1		HEATH-HAZLETT TODD	66.0	2	3.0%
		500-7		HERRMANN RONALD P	11.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	30.0	6	20.0%
		824-3		WEIMER DANIEL	51.5	8	15.5%
		840-7		SLOMERS RONALD A	49.0	1	2.0%
		841-1		LESSNER DAVID W	48.0	4	8.3%
		842-4		KIGER BRIAN A	37.0	2	5.4%
		843-7		WEST WALTER J	48.0	2	4.2%
		844-1		DYMKOSKI DAVID C	13.5	0	0.0%
		845-2	D	WATT APRIL H	18.5	4	21.6%
		846-2		PHILLIPS JOSEPH S	21.0	3	14.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES							
AGENCY REPORT - TWELVE MONTHS THROUGH MARCH 1992							
TERR 8 REGION 882 PITTSBURGH PA REG							
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLITIES	MATCHES	RATIO
548	BUTLER BP PA	043-1		PLANTS STACEY	29.0	0	0.0%
		047-5		MARTINI ROBERT P	90.5	3	3.3%
		049-4		RODGER MATTHEW	73.5	2	2.7%
		050-1		RODGERS JEFFREY J	7.0	0	0.0%
		500-7		HERRMANN RONALD P	11.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	30.0	5	15.7%
		824-3		WEIMER DANIEL	47.0	9	19.1%
		840-7		SLOMERS RONALD A	56.0	1	1.8%
		841-1		LESSNER DAVID W	50.5	5	9.9%
		842-4		KIGEP RPIAN A	33.0	3	9.1%
		843-7		WEST WALTER J	47.5	2	4.2%
		844-1		DYMKOSKI DAVID C	25.5	0	0.0%
		845-2	D	WATT APRIL M	7.0	4	57.1%
		846-2		PHILLIPS JOSEPH S	27.5	4	14.5%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
AGENCY REPORT - TWELVE MONTHS THROUGH MAY 1992

TERR B REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
54B	BUTLER BR PA	027-1		LUCAS JOLEEN M	7.0	0	0.0%
		047-5		MARTINI ROBERT R	82.0	3	3.7%
		048-4		RADGER MATTHEW	84.5	1	1.2%
		050-1		RODGERS JEFFREY J	13.5	0	0.0%
		500-7		HERRMANN RONALD P	7.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	43.0	1	2.3%
		824-3		WEIMER DANIEL	51.0	9	17.6%
		840-7		SLOMERS RONALD A	62.0	1	1.6%
		841-1		LESSNER DAVID W	49.0	5	10.2%
		842-4		KIGER BRIAN A	40.5	2	4.9%
		843-7		WEST WALTER J	59.0	1	1.7%
		844-1		DYMKOSKI DAVID C	28.5	1	3.5%
		845-2	D	WATT APRIL M	3.0	3	100.0%
		846-2		PHILLIPS JOSEPH S	33.5	4	11.9%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH APRIL 1992

TERR B REGION R82 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	027-1		LUCAS JOLEEN M	8.0	0	0.0%
		043-1		PLANTS STACEY	35.0	0	0.0%
		047-5		MARTINI ROBERT P	88.0	3	3.4%
		049-4		BADGER MATTHEW	79.0	2	2.5%
		050-1		RODGERS JEFFREY J	11.5	0	0.0%
		500-7		HERMANN RONALD P	9.0	0	0.0%
		823-2		FRIEDT JR WILLIAM G	40.0	4	10.0%
		824-3		WEIMER DANIEL	47.5	9	18.9%
		840-7		SLOWERS RONALD A	60.0	1	1.7%
		841-1		LESSNER DAVID W	51.0	5	9.8%
		842-4		KIGER BRIAN A	37.0	2	5.4%
		843-7		WEST WALTER J	58.5	2	3.4%
		844-1		DYMKOSKI DAVID C	26.5	0	0.0%
		845-2	D	WATT APRIL M	7.0	4	57.1%
		846-2		PHILLIPS JOSEPH S	27.5	4	14.5%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH JUNE 1992

TERR F REGION 882 PITTSBURGH PA REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	027-1		LUCAS JOLEEN M	15.0	0	0.0%
		047-5		MARTINI ROBERT R	79.0	4	5.1%
		049-4		BADGER MATTHEW	87.5	1	1.1%
		050-1		RODGERS JEFFREY J	18.0	0	0.0%
		500-7		HERRMANN RONALD P	2.5	0	0.0%
		823-2		FRIEDT JR WILLIAM C	47.5	1	2.1%
		824-3		WEIMER DANIEL	57.5	8	13.9%
		840-7		SLOMERS RONALD A	57.5	1	1.7%
		841-1		LESSNER DAVID H	51.0	4	7.8%
		842-4		KIGER BRIAN A	39.0	1	2.6%
		843-7		WEST WALTER J	59.5	1	1.7%
		844-1		DYMKOSKI DAVID C	34.5	1	2.9%
		846-2		PHILLIPS JOSEPH S	34.0	6	17.6%

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~~NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES~~
~~AGENCY REPORT - TWELVE MONTHS THROUGH~~ ~~JULY 1992~~

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
548	BUTLER BR PA	027-1		LUCAS JOLEEN M	16.0	0	0.0%
		047-5		MARTINI ROBERT R	79.0	4	5.1%
		049-4		BADGER MATTHEW	83.5	1	1.2%
		050-1		RODGERS JEFFREY J	22.0	0	0.0%
		500-7		HERRMANN RONALD P	.5	0	0.0%
		823-2		FRIEDT JR WILLIAM G	55.0	1	1.8%
		824-3		WEIMER DANIEL	53.5	7	13.1%
		840-7		SLOMERS, RONALD A	54.5	0	0.0%
		841-1		LESSNER DAVID W	36.5	5	8.8%
		842-4		KIGER BRIAN A	34.0	1	2.9%
		843-7		NEST WALTER J	59.0	0	0.0%
		844-1		DYMKOski DAVID C	38.0	1	2.6%
		846-2		PHILLIPS JOSEPH S	34.5	6	17.4%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES
 AGENCY REPORT - TWELVE MONTHS THROUGH SEPTEMBER 1990

TERR G REGION R82 PITTSBURGH/PA.REG

DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	MATCHES	RATIO
045	BUTLER PA	041-1		SABO WILLIAM R	81.0	29	47.9%
		042-1	E	FANCELLA WENDY	1.0	0	0.0%
		043-3		ENDRES CATHERINE A	20.0	3	15.0%
		044-1		WICK DONALD T	26.5	0	0.0%
		045-3		WEIL RICHARD M	30.0	3	10.0%
		046-1		MANUEL TODD M	31.0	1	3.2%
		047-2		DITOLLO MARK D	10.0	0	0.0%
		048-2		LENHART RONALD R	15.5	2	12.9%
		050-2		HERCEG DOUGLAS A	13.5	1	7.4%
		052-2		KARENBROOK THOMAS M	8.0	0	0.0%
		054-1		HEATH-HAZLETT TODD	2.5	0	0.0%
		500-6		SABO STEVEN CRAIG	1.0	0	0.0%
		510-1		SABO RICHARD P	11.5	8	69.6%
		511-2		HERRMANN RONALD P	14.0	10	71.4%
		512-3		MARSILI MICHAEL J	69.5	38	54.7%
		815-8		CARTER MICHAEL R	18.5	0	0.0%
		816-1		SEBASTIAN STEPHEN A	34.5	6	17.4%
		823-2		FRIEDT JR WILLIAM G	35.5	11	31.0%
		824-3		MEINER DANIEL	39.5	14	26.2%
		833-5		LAVERY JOHN P	23.5	9	38.3%
		835-5		ZAPPIA ANTHONY J	33.0	13	39.4%
		836-3		GRIFFITH DAVID E	16.0	6	37.5%
		837-3		RESNICK JAMES A	16.0	5	31.3%

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NEW ISSUES APPARENTLY FINANCED BY PRESENT POLICY VALUES AGENCY REPORT - TWELVE MONTHS THROUGH SEPTEMBER 1990						
TERR 6 REGION R82 PITTSBURGH, PA. REG						
DIST#	DISTRICT NAME	AGENCY	STATUS	AGENT NAME	PLACED POLICIES	RATIO
945		839-4		BOYER WILLIAM C	41.0	22.0%
		841-1		LESSNER DAVID W	51.5	19.4%
		842-4		KIGER BRIAN A	30.5	16.4%
		843-2		WATT APRIL M	61.5	13.0%
		846-2	-G	PHILLIPS JOSEPH S	16.0	81.3%

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